



DEVELOPMENT COMMITTEE

UNA FOUNDATION

Friday, November 15, 2019; 10:30 – 11:30 a.m.

The Guillot University Center – Banquet Hall E

AGENDA

- I. Welcome and Introduction of New Members.....Jim Page '01, Chair
- II. Review of Prior Meeting Minutes.....Jim Page
- III. Updated Development Goals using Target Analytics..... Barbie Terry
- IV. Update on Purchase of Blackbaud Data Scrub and Timeline.....Barbie Terry
- V. iWaves Data Proposal.....Barbie Terry
- VI. UNA Homecoming and Derby Strategic Plan.....Jim Page

MEMBERS

Jim Page '01, Chair

Brad Botes '83, Vice Chair

Melissa Long '79

Chester McKinney

Derrick Mills '00

Uhland Redd

Robert Steele '78

Stephanie Teichmiller '84

Barbie Terry, Staff Liaison

ARTICLE V, Section 5

The Development Committee shall assist the President of the University and Advancement staff as directed by the Chair in

identifying and cultivating potential major donors.